

LEO BURNETT U.S.A.

A DIVISION OF LEO BURNETT COMPTON, INC.

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Printed in U.S.A.



Every minute Philip Morris brands are off the shelf, you're losing sales.

Last year, more than two of every three additional cigarette sales made by Drug Store operators were Philip Morris brands. Our total gain was more than twice that of the rest of the industry combined.

Growth like this affects your sales and profits. It tells you how important it is to keep

Philip Morris brands fully in stock at every location, all the time.

Cigarettes account for a large share of your total volume; proper inventory control is vital. Check your Philip Morris order. Make sure it's up to date with our growth.

Here's the score* for '74:

Gains in Domestic Cigarette Consumption Over 1973	
Total Industry	+ 14.91 billion
Philip Morris USA	+ 10.29 billion
Rest of Industry	+ 4.62 billion

The Profit Makers come from
Philip Morris USA



*Source: 1974 Marshall Report, Market Estimates, January 30, 1975. Courtesy of Marshall Dis. of Wholes. Food Securities, Inc.



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